

Patrick Coyle

Enterprise Account Executive

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PROFESSIONAL EXPERIENCE

CHAINGUARD

New York, NY

Enterprise Account Executive

2024-PRESENT

- Own and execute strategic sales motions for security-first developer tools across the Global 2000, with a focus on DevOps, container security, and software supply chain integrity
- Build and expand trusted relationships with CISOs, CTOs, and platform teams, leading complex enterprise deals
- Drive adoption and consumption by aligning Chainguard's secure-by-default open source solutions with customer initiatives across SDLC, cloud infrastructure, and Kubernetes platforms

AMAZON WEB SERVICES

New York, NY

Field Account Executive

2021-2024

- Finished 2022 FY as #1 rep in Northeast Region and awarded AWS Achievers Circle (Top 5% Sales Globally)
- Define and lead core account team to execute strategic territory plan to accelerate adoption of 200+ AWS cloud services, migrate new workloads and modernize architecture (serverless, GenAI, IoT)
- Leverage deep technical knowledge of cloud services and solutions to provide insights to clients, enabling optimization of their cloud infrastructure and applications
- Negotiated and closed multi-year committed contracts (\$MM, 3-5 years), ensuring favorable terms and conditions for both AWS and clients while maintaining profitability

SAMSARA

San Francisco, CA

Senior Account Executive

2017-2021

- Hired as first ever new grad to Samsara to help build out GTM function
- Promoted five times throughout tenure from Account Development, Commercial Sales, Mid-Market Sales and Senior (Strategic) Sales – earned Team Lead roles for each segment
- Key accomplishments:
 - Maintained average quota attainment of 191% throughout tenure
 - Achieved 276% of quota FY19
 - Self-sourced 68% of closed deals in FY21
 - Closed largest deal in Canada Market: \$2.8m

EDUCATION

MARQUETTE UNIVERSITY

Milwaukee, WI

Bachelors of Science, Major in Finance

2013-2017

IGNATIUS/MAGIS DISTINGUISHED SCHOLAR

UNIVERSITÉ CATHOLIQUE DE LILLE

Lille, France

French Studies

2015

ACTIVITIES & INTERESTS

- Certifications: AWS Cloud Practitioner, FinOps
- Volunteer, Habitat for Humanity and Tech Sales Mentorship
- NBA, Nebraska football, travel and film